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IN THE UNITED STATES DISTRICT COURT
NORTHERN DISTRICT OF ILLINOIS – EASTERN DIVISION

FOR YOUR EASE ONLY, INC.,
an Illinois Corporation,

Plaintiff,

v.

NATURAL SCIENCE INDUSTRIES, LTD.,
a New York Corporation,

Defendant.

Civil Action No. 02 C 1584

RECEIVED

MAY 13 2003

OFFICE OF PETITIONS

Declaration of Dimitri Joly

Dimitri Joly declares as follows:

1. I am a French citizen and the President of Joly Marion France S.A., 696 route du Villard, 38250 Lans en Vercors, France, a French business entity whose business is the design, manufacture and distribution of kitchen and tabletop items. Joly Marion has been in business since July 1994.

2. In the early 1990's I created and designed a series of trays and similar flat items having a series of receptacles therein in which were placed decorative items, such as dried flowers, seeds, and the like, arranged in an attractive and decorative patterns. In about 1994 I began to formulate an idea for a similar type of product in the

Q.

form of a partitioned dish or bowl which would allow the display of decorative items without destroying the bowl's functionality.

3. In 1996 I attended a Paris trade show and became aware that EMSA-WERKE of Emsdetten, Germany and its French counterpart, EMSA-France S.A.R.L. were offering a line of acrylic bowls which appeared to me to be appropriate for inclusion in my new product idea. Annexed hereto as Exhibit 1 are copies of the cover and page 53 from EMSA's 1996/97 housewares catalog which depict the bowls. I particularly recognized that EMSA's 30cm bowl could be used in conjunction with a vertically-partitioned outer bowl or holder to create a compartmentalized structure which could be filled in the manner of the trays which I was selling and which would compliment that line.

4. I met with EMSA personnel and with EMSA developed a partitioned holder, to be manufactured by EMSA, dimensioned to receive the EMSA 30 centimeter diameter bowl therein. Annexed hereto as Exhibit 2 are photocopies of blueprints prepared and proposed by EMSA for the two-piece construction, dated June 1997, showing EMSA's No. 2515 bowl inside the proposed holder or shell. Annexed hereto as Exhibit 3 is a true copy of Joly Marion's initial contract with EMSA to purchase 30,000 units of both the EMSA 30 cm bowl and holder as a two-piece bowl construction. As purchased from EMSA, each of the units consisted of an inner 30 centimeter diameter bowl and an outer partitioned shell. The two pieces were separate. The purchased

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construction has remained the same to the present. Annexed hereto as Exhibit 4 is a photograph of a bowl and shell as received from EMSA.

5. Upon receipt, personnel in my factory attach the bowl and shell with glue. The partitions between the inner and outer walls are filled with decorative materials. The acrylic disc shown in the blueprint is fabricated in my factory and glued into the access opening at the bottom of the construction. This methodology has been continuously used by Joly-Marion to the present. Annexed hereto as Exhibit 5 is a photograph of an acrylic disc with a protective film covering which is removed before the disc is installed.

6. My line of filled bowls was first presented publicly at the September 1997 Maison & Objet trade show in Paris. Annexed hereto as Exhibit 6 is a copy of the cover and page 184 of the trade show catalog, depicting Joly-Marion as an exhibitor. While the bowls are not shown on the page, my previously developed partitioned tray line is shown.

7. By June 1998, Joly Marion was selling and shipping its salad bowls to the United States. Annexed hereto as Exhibit 7 is an invoice to one of our United States customers, Splendors of Versailles, Jackson, Mississippi. Annexed hereto as Exhibit 8 is an invoice to our distributor, Romancing Provence Ltd. of New York New York, shipping the bowls to its St. Albans, New York warehouse. We have continued to export the bowls to the United States from June 1998 to the present.

11.

8. Our partitioned salad bowls have been presented and sold to the public and trade by our U.S. distributor through U.S. trade shows and in their showrooms. Annexed hereto as Exhibit 9 is a true copy of pages from the April 26, 1999 issue of HFN, a trade publication, which presents a photograph of our divided bowl as available at the showroom of Romancing Provance at 225 Fifth Avenue, New York, New York.

9. Our divided bowl has been continuously shown and displayed in catalogs and promotional materials since its introduction. Annexed hereto as Exhibit 10 is a true copy of the cover and page 33 from the Christmas 1998 issue of Cadeaux magazine.

10. Since introduction of our line, the construction of our bowl has been the same, although we now also offer a smaller bowl with the identical structure, as well as other similarly-partitioned items. An inner bowl is supported within an exterior, partitioned divider. The assembly of the two elements forms a series of receptacles between the inner and outer walls. After filling, a cover is placed over the access aperture to maintain the items in place. Because of the nature of the small decorative items inserted into the apertures, a thin wand or stick is utilized to assist in positioning the items as required. Annexed hereto as Exhibit 11 is a photograph taken at my factory showing employees using the sticks to arrange the decorative items. This methodology has been continuously employed for positioning the decorative items even



prior to the time we first started making our bowls, and continues to today. Exhibit 12 is a copy of the cover page and several inner pages of our 2002 catalog, showing current bowls having the same construction, along with other partitioned items. These items continue to be exported to the United States.

11. I have seen a copy of plaintiff's U.S. Pat. No. 6,325,211. To the best of my understanding, the construction depicted therein is identical to the construction of the Joly-Marion divided bowl, except that the patent does not show that the cover can be glued on. Even the number of dividers (15) is identical to the number of dividers in our bowl.

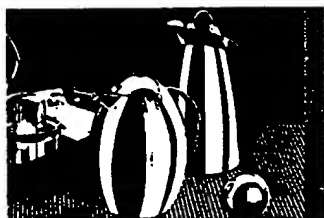
I declare under penalty of perjury under the laws of the United States of America that the foregoing is true and correct.

Executed on 7th Mar, 2002



DIMITRI JOLY

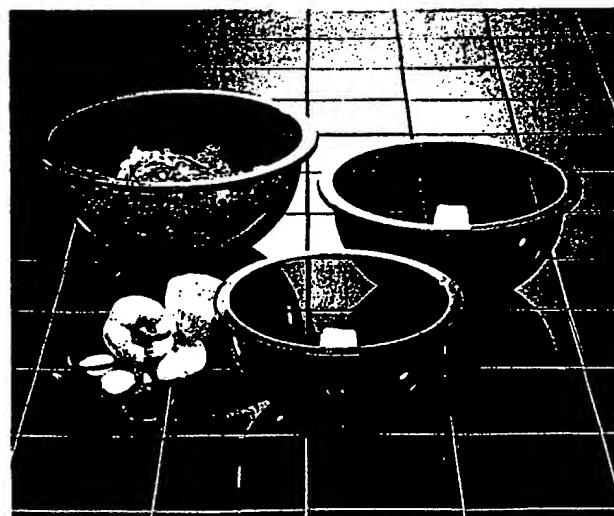
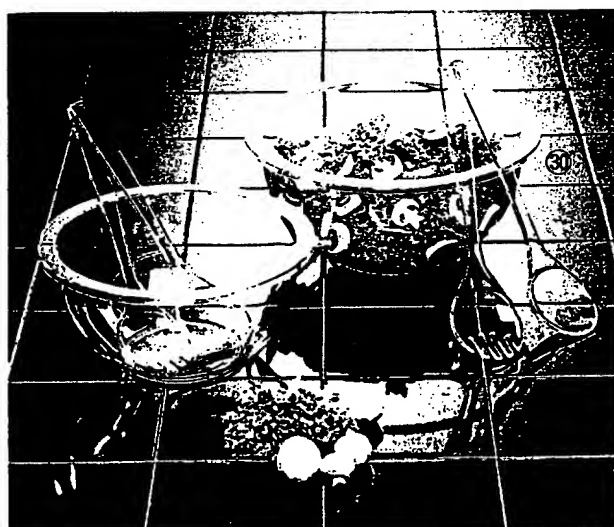
EXHIBIT 1



HOUSEWARES CATALOGUE 1996/97

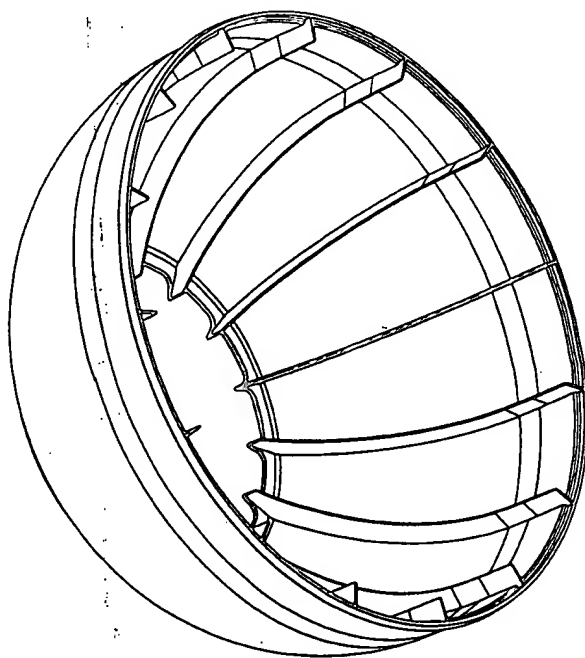
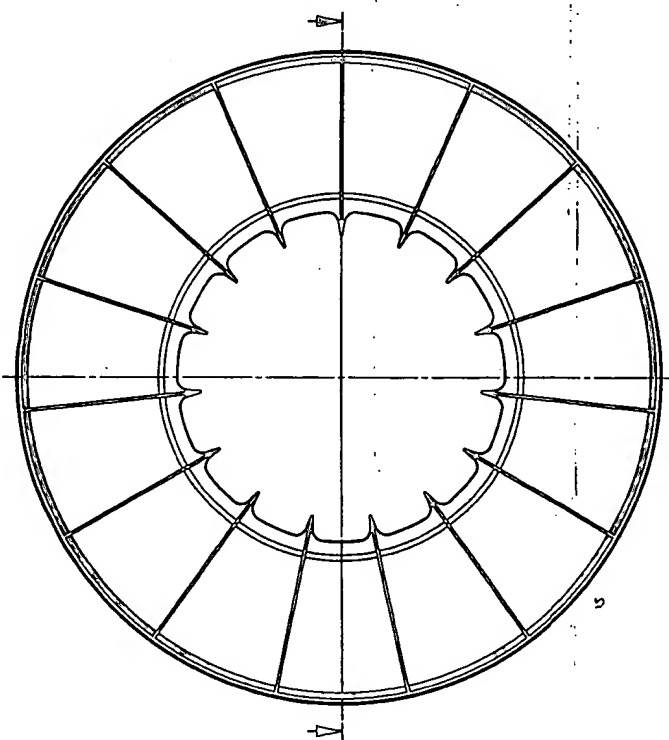


Modern forms and practical sizes underscore the excellence of the EMSA salad collection.



Art.-No.	cm	Col.	EX	BAR-Code	Description	UNIT	
4009049							
①	0143	14	02	02	124780	Set of small bowls, 2-pcs., 14 cm ø, yellow ring	3
②	0143	21	02	00	120973	Salad bowl with yellow ring, 21 cm ø	3
③	0143	24	02	00	120850	dito, 24 cm ø	3
④	0143	27	02	00	120898	dito, 27 cm ø	3
⑤	0145	32	02	00	121031	Salad servers with yellow knob, 32 cm	5
⑥	0143	14	03	02	124797	Set of small bowls, 2-pcs., 14 cm ø, red ring	3
⑦	0143	21	03	00	120966	Salad bowl with red ring, 21 cm ø	3
⑧	0143	24	03	00	120843	dito, 24 cm ø	3
⑨	0143	27	03	00	120881	dito, 27 cm ø	3
⑩	0145	32	03	00	090658	Salad servers with red knob, 32 cm	5
⑪	0143	14	07	02	124803	Set of small bowls, 2-pcs., 14 cm ø, black ring	3
⑫	0143	21	07	00	120980	Salad bowl with black ring, 21 cm ø	3
⑬	0143	24	07	00	120867	dito, 24 cm ø	3
⑭	0143	27	07	00	120904	dito, 27 cm ø	3
⑮	0145	32	07	00	090665	Salad servers with black knob, 32 cm	5
⑯	0143	14	12	02	124810	Set of small bowls, 2-pcs., 14 cm ø, white ring	3
⑰	0143	21	12	00	120997	Salad bowl with white ring, 21 cm ø	3
⑱	0143	24	12	00	120874	dito, 24 cm ø	3
⑲	0143	27	12	00	120911	dito, 27 cm ø	3
⑳	0145	32	12	00	121048	Salad servers with white knob, 32 cm	5
㉑	0153	14	00	02	121192	Set of small bowls, 2-pcs., 14 cm ø	3
㉒	0153	18	00	02	123431	dito, 18 cm ø	3
㉓	0159	22	00	00	066813	Salad bowl, 22 cm ø	6
㉔	0159	25	00	00	038070	dito, 25 cm ø	3
㉕	0159	30	00	00	038131	dito, 30 cm ø	3
㉖	0159	35	00	00	038193	dito, 35 cm ø	3
㉗	0149	23	00	00	057217	Salad servers, 23 cm	10
㉘	0149	30	00	00	057224	dito, 30 cm	5
㉙	0169	25	00	00	115344	Salad set, bowl 25 cm ø with servers 30 cm	1
㉚	0169	30	00	00	115337	Salad set, bowl 30 cm ø with servers 30 cm	1
㉛	0159	25	84	00	120713	Salad bowl, 25 cm ø, transp.-blue	3
㉜	0159	30	84	00	121086	dito, 30 cm ø	3
㉝	0159	35	84	00	121109	dito, 35 cm ø	3

EXHIBIT 2



Alto kaseo olind	Artikulojaro 11
Schweidungazugabo	0.5 x
Artikulojaro	305 oca
projiizierle Piasno	531 qea
Hedgclanzollbur	
Motoriall	PMIA
Toleranz nach 130 DIN 16801	

FD-302a

2/15/2018

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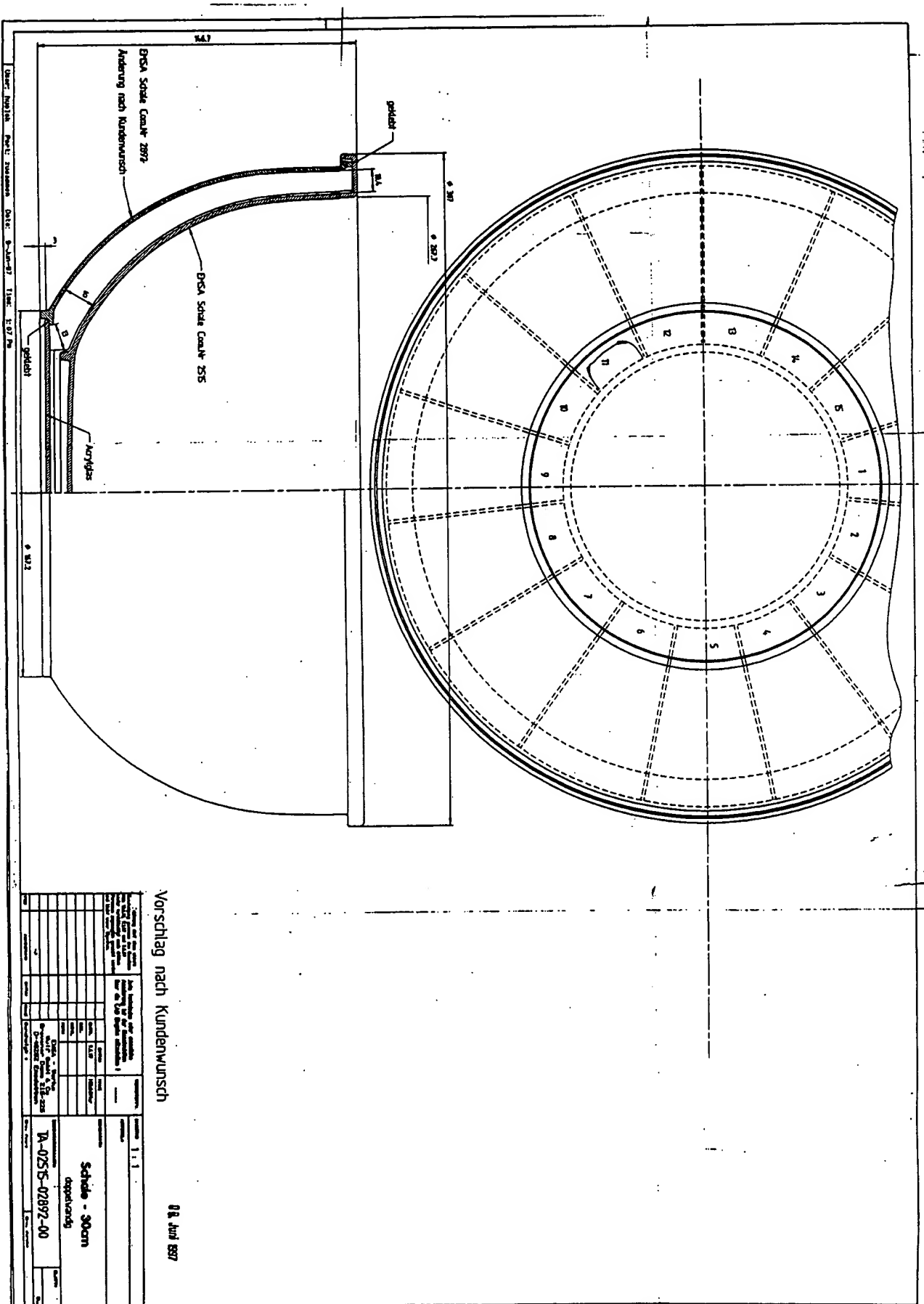


EXHIBIT 3

emsa

EMSA-FRANCE SARL - 5, rue Masseran 75007 Paris

Sté Joly Marion
Monsieur Dimitri Joly
Domaine des Girards
Le Château
F 38250 Lans en Vercors

Urgent

EMSA-France SARL

Siège Social
5, rue Masseran
75007 Paris

Service Commercial
8, Avenue Wilson
92400 Châtillon Thierry
Tél. 01.21.63.40.86
Fax 01.21.63.41.88

12.09.1997

mro

Concerne : Saladiers double parois (30 cm)

Monsieur

Nous vous remercions vivement pour votre visite en nos locaux.

Suite à nos différents entretiens, nous avons le plaisir de vous communiquer ci-après nos meilleures conditions pour l'approvisionnement des saladiers double parois.

Désignation : Saladiers double parois (30 cm) selon schéma joint en annexe

Quantité à commander : 30.000 unités

Prix FF net HT : 44,80 FF
(dont 7,80 FF modifications techniques selon vos souhaits)

Le prix a été calculé au plus juste pour une commande globale et ferme de 30.000 unités. Si la quantité convenue n'était pas atteinte, nous nous verrons dans l'obligation de vous facturer proportionnellement au nombre de pièces livrées, la part du prix correspondant à la modification technique. (soit $(30.000 - \text{quantité livrée}) \times 7,80$)

Prix NET en francs HT

Délai de livraison : livraison des premiers échantillons
7 à 8 semaines à réception de commande dès réception de commande
30.000 pièces livrables en six fois (cadence de 5.000 unités).
Calendrier des livraisons à déterminer.

emsa

Les prix s'entendent "Départ usine".

Conditions de paiement : règlement avant livraison avec 4% d'escompte ou
lettre de crédit irrévocable et certifiée.

Nous espérons que notre proposition et nos produits retiendront toute votre attention.
Restant à votre disposition pour tous renseignements complémentaires, nous vous
présentons, Monsieur, nos meilleures salutations.

EMSA France

Bon pour accord

Joly Marion

Lambert Vercors

16/04/37

Manuel Kurlinko

Marie-Rose Chazy

Dimitri Joly

Bon pour accord avec cependant un point à
régler au contact.

Après de 35 000 pièces le 7,80 Fr ne sont
plus connus.

Sous réserve d'acceptation du plan.

EXHIBIT 4



EXHIBIT 5

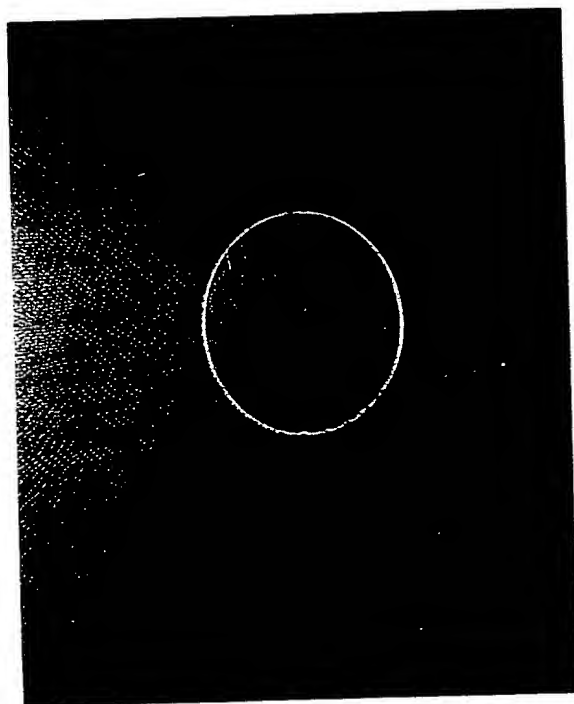


EXHIBIT 6

Janvier / January / Januar 97.

**Internationale Fachmesse für Wohnaccessoires,
Geschenke und den gedeckten Tisch. Nur für Fachbesucher**

le catalogue



Paris-Nord Villepinte.

CHRISTOPHE JOLY

Côté déco
Interior decoration
HALL 5 STAND S14 / HALL 5 STAND T11

Z.I. du Savoy - 25, avenue de Montboulton
77165 Saint-Soupplets - France
Tél : (33) 01 60 01 37 80 - Fax : (33) 01 60 01 38 61

Show-Room :
Z.I. Les Estroublans - Le Forum 42, 2^e Avenue
13127 Virolles - France

Meubles anciens en pin de style anglais. CHRISTOPHE JOLY met à votre disposition sa sélection de bonnetières, commodes, buffets, vaisseliers, vitrines... un vaste choix de meubles, une patine et une restauration de qualité à des prix très attractifs.

Old English-style pine furniture. CHRISTOPHE JOLY introduces his selection of hosiery, bureaux, buffets, dressers and glass cabinets. A wide choice of expertly restored furniture with high-quality patinas at very attractive prices.



JORELLE

Jeu-jouet
Toys-Games
HALL 6 STAND O4

Zone artisanale - Rue de la Vierge
27660 Bèzu - Saint-Eloi - France
Tél : (33) 02 32 55 07 67 - Fax : (33) 02 32 55 49 69
Contact : M. JORELLE

Depuis 1864, les Ets JORELLE réalisent, dans la plus pure tradition, des jeux en bois, d'adresse et de plein air. Croquets, établis, tonneaux, chariots, quilles, brouettes, animaux à bascules, etc. Ces jeux s'inscrivent dans le patrimoine culturel européen.

Since 1864 Ets JORELLE has been using traditional methods to make wooden games, games of skill and outdoor games. Croquet, leapfrog, wagons, skittles, wheelbarrows, animal swings and more. These games are a part of Europe's cultural heritage.



nouvel exposant / new exhibitor

JOLY MARION

Cadeau
Gift
HALL 6 STAND P40

Domaine des Grands - Le Château -
38250 Lans-en-Vercors - France
Tél : (33) 04 76 94 80 24 - Fax : (33) 04 76 94 90 25
Contact : M. Dimitri JOLY / Mme MARION Myram

Fabrication de plateaux fleuris utilisés comme articles d'art de la table. Dessous de plat, plateau à fromage, horloge et couverts. Une collection naturelle haute en couleur.

Makers of flower-bedecked trays used as tableware accessories, hotplates, cheese platters, clocks and place settings. A natural, colourful collection.



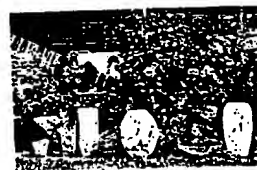
JOPEK CADEAUX DIFFUSION (SARL J.C.D.)

Cadeau
Gift
HALL 6 STAND Q31

SARL J.C.D.
9 bis, rue de Sars-Poteries
29216 Beugnes - France
Tél : (33) 03 27 61 54 54 - Fax : (33) 03 27 61 71 71
Contact : M. Daniel JOPEK

Verrerie fantaisie pour le décor de la table. Articles de verre pour fleuristes, vases de couleur, fer forgé utilitaire et décoratif, cadeaux divers.

Novelty glassware for table decoration. Glass items for florists, colour vases, useful and decorative wrought iron and a wide variety of gifts.



JOSÉ HOUEL

Scènes d'Intérieur
HALL 4 STAND C34 / HALL 4 STAND D33

ESSENTIEL MAISON
8, rue Jean Varenne
75018 Paris - France
Tél : (33) 01 42 62 16 12 - Fax : (33) 01 42 23 73 94
Contact : M. HOUEL

Le linge de table haut de gamme est la spécialité de JOSÉ HOUEL. Des produits de qualité, des matières originales ou naturelles, un style plein de créativité.

JOSE HOUEL specialises in deluxe table linen. Quality products, original and natural materials and a creative style.



JOSKA

Senteurs - Bains
Fragrances
HALL 5 STAND E52

JOSKA - OKIASIS S.A.R.L.
31, quai de l'Horloge
75001 Paris - France
Tél : (33) 01 46 33 06 67 - Fax : (33) 01 46 34 76 44
Contact : Mme POLITIS

Parfums pour la maison subtils et raffinés (bougies, spray d'ambiance, brûle-parfum, pot-pourri, cage à pierres, cage à bougie, sachets).

Subtle and refined household scents including candles, air fresheners, perfume burners, pot-pourris, stones in cages, candles in cages and sachets.

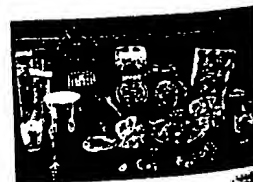


EXHIBIT 7

Château des Girards
3250 - LANS EN VERCORS

RANCE

tel. +33 04 76 94 90 24

fax +33 04 76 94 90 25



Joly Marion

S.A. JOLY MARION
au capital de 2 400 000
SIRET 441 818 628 000
RCS Grenoble B 411 818 628
NAF 366 E
TVA FR 70/441 818 628

FACTURE N° 968789			SPLENDORS OF VER SAUVAGES		
Représentant	Date	N° Client	PO BOX 74 JACKSON MISSISSIPPI USA - 39222-0074 ETATS UNIS		
BE EH	12/06/98	019790			
Code	Désignation	Quantité	PU. Brut	PU. Net	Montant C.T.
	COMMANDE FAX DU 01/05/98 - LIVRAISON SEMAINE 24.				
	LISTE DE COLISAGE				
	PROFORMA 965602 du 26/05/98				
1	FLANIER (D 30)	6 P	215.00		1290.00
2	FLANIER (D 30)	6 P	215.00		1290.00
3	FLANIER (D 30)	6 P	215.00		1290.00
4	FLANIER (D 30)	6 P	215.00		1290.00
5	FLANIER (D 30)	2 P	215.00		430.00
C-E	TOISE (116X110)	30 P	175.00		5250.00
C-V	TOISE	20 P	175.00		3500.00
-B	MINI-TOISE (56X10)	50 P	105.00		5250.00
-V	MINI-TOISE (56X10)	30 P	105.00		3150.00
	REGULARISATION SUR FACTURE	1 P	918.72		918.72
	12/06/98 DU 24/12/97				
	LIVRAISON SEMAINE 24				
	TRANSPORT EFFECTUE PAR VOTRE TRANSITAIRE : LP ART				
	INCOTERM : EX-WORKS				
	MODE DE PAIEMENT : VIREMENT BANCAIRE FRANCS FRANCS				
	DEPEMENT : ANTICIPE - 5%				
	PAYS D'ORIGINE : FRANCE - ARTICLES EN PLEXIGLAS				
	ET FLEURS SECHEES				
	NOBRE DE COLIS : 7				
	POIDS NET 141 KG				
	COMPTE POUR PAIEMENT SOUS 10 JOURS : 2%				
	LES RETOURS SONT LIVRES UNIQUEMENT SUR COMMANDE				
	REMISE N° CEE		22740.00	-5.00%	
			TOTAUX		

BS
UX
optio

onditions de règlement

Paiement sur facture par VIREMENT BANCAIRE
Au 12/06/98

22338,70
8661 NING 67
N- 98 02 Fran. bancaire

EXHIBIT 8

ax +33|04 76 94 90 25

Joly Marion

S.A. JOLY MARC
au capital de 2 400 000
SIRET 411 818 628 000
RCS Grenoble B 411 818 628
NAF 366
TVA FR 70/411 818 628 000

Représentant	Date	N° Client				
Code	Désignation	Quantité	PU. Brut	PU. Net	Montant	C.T.
ORDRE DU 25/08/98-REF JM 2508						
N° 26834 DU 020998						
ORDRE DU 31/08/98						
001	1000000000 DE PLAT (17X21)	30	P	60.00	1800.00	
002	1000000000 DE PLAT (17X21)	17	P	60.00	1020.00	
003	1000000000 DE PLAT (17X21)	5	P	60.00	300.00	
004	1000000000 DE PLAT (17X21)	12	P	60.00	720.00	
005	1000000000 DE PLAT (17X21)	4	P	60.00	240.00	
006	1000000000 DE PLAT (17X21)	20	P	60.00	1200.00	
007	1000000000 DE PLAT (17X21)	70	P	170.00	11900.00	
008	1000000000 DE PLAT (17X21)	50	P	170.00	8500.00	
009	1000000000 DE PLAT (17X21)	20	P	170.00	3400.00	
010	1000000000 DE PLAT (17X21)	35	P	170.00	5950.00	
011	1000000000 DE PLAT (17X21)	10	P	170.00	1700.00	
012	1000000000 DE PLAT (17X21)	25	P	170.00	4250.00	
013	1000000000 DE PLAT (17X21)	110	P	225.00	24750.00	
014	1000000000 DE PLAT (17X21)	100	P	225.00	22500.00	
015	1000000000 DE PLAT (17X21)	17	P	225.00	3825.00	
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020	1000000000 DE PLAT (17X21)	43	P	290.00	12470.00	
021	1000000000 DE PLAT (17X21)	8	P	290.00	2320.00	
022	1000000000 DE PLAT (17X21)	24	P	295.60	7094.40	
023	1000000000 DE PLAT (17X21)	4	P	290.00	1160.00	
024	1000000000 DE PLAT (17X21)	7	P	290.00	2030.00	
025	1000000000 DE PLAT (17X21)	3	P	290.00	870.00	
026	1000000000 DE PLAT (17X21)	3	P	290.00	870.00	
			A REPORTER		TOTAUX	

Condições de isolamento

13512, 26
104
161098

X +33 04 76 94 90 25



Joly Marion

S.S. JOLY MARION
 au capital de 2 400 000 F
 SIRET 411 818 628 00017
 RCS Grenoble B 411 818 628
 NAF 366 E
 TVA FR 70/411 818 628 00017

Code	Désignation	Quantité	PU, Brut	PU, Net	Montant	C.T.
1	POULET (0.30)	3	P	105.00	315.00	
2	POULET (0.30)	3	P	105.00	315.00	
3	POULET (0.30)	390	P	215.00	83850.00	
4	POULET (0.30)	375	P	215.00	80625.00	
5	POULET (0.30)	35	P	215.00	7525.00	
6	POULET (0.30)	150	P	215.00	32250.00	
7	POULET (0.30)	66	P	215.00	14190.00	
8	POULET (0.30)	58	P	215.00	12470.00	
9	POULET (0.30)	13	P	215.00	2795.00	
10	POULET (0.30)	380	P	85.00	32300.00	
11	POULET (0.30)	350	P	85.00	29750.00	
12	POULET (0.30)	36	P	85.00	3060.00	
13	POULET (0.30)	130	P	85.00	11050.00	
14	POULET (0.30)	70	P	85.00	5950.00	
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17	POULET (0.30)	165	P	39.00	6435.00	
18	POULET (0.30)	25	P	39.00	975.00	
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21	POULET (0.30)	32	P	39.00	1248.00	
22	POULET (0.30)	145	P	39.00	5655.00	
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25	POULET (0.30)	62	P	39.00	2418.00	
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28	POULET (0.30)	60	P	39.00	2340.00	
29	POULET (0.30)	52	P	39.00	2028.00	
TOTAL					200000.00	

TOTAUX

Condition of replacement

4. 235/2196
964
39 235/19629/196
1961098

Château des Girards
8250 F - LANS EN VERCORS

RANCE

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Fax +33 04 76 94 90 25



Joly Marion

S.A. JOLY MARION
au capital de 2 400 000
SIRET 411 818 628 000
RCS Grenoble B 411 818 62
NAF 366
TVA FR 70/411 818 628 000

Représentant	Date	N° Client
SE		
VER		

Code	Désignation	Quantité	PU. Brut	PU. Net	Montant	C.
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25	ARTICLE	25	P	65.00	1625.00	
11	ARTICLE	11	P	65.00	715.00	
10	ARTICLE	10	P	65.00	650.00	
80	ARTICLE	80	P	75.00	6000.00	
32	ARTICLE	32	P	75.00	2400.00	
8	ARTICLE	8	P	75.00	600.00	
10	ARTICLE	10	P	75.00	750.00	
11	ARTICLE	11	P	75.00	825.00	
7	ARTICLE	7	P	75.00	525.00	

SEMAINE 36
TRANSPORT EFFECTUE PAR VOTRE TRANSITAIRE : TECHNOLOGIE
WORKS
VIREMENT BANCAIRE FRANCS FRANCS
20% REMISE GLOBALE
ARTICLES EN PLEXIGLAS
ET FLEURS SECHEES
107 SOIT 18 PALETTES
POUR 1620

PAIEMENT SOUS 10 JOURS : 2%
LES LIVRAISONS SONT LIVREES UNIQUEMENT SUR COMMANDE

527440.00 -20.00%

TOTAUX

Conditions de paiement : Paiement sur facture à 10 jours

39/223/19629
10/10/98
10/10/98

39/223/19629
10/10/98
10/10/98

EXHIBIT 9

noting the shape of the piece.

NEW YORK—Alternative metal manufacturer Nambé enters the crystal category at the New York Spring Tabletop Show this week.

After three years of design development, the Santa Fe, N.M.-based company brings the sleek, sophisticated lines it is known for in alternative metal to its new crystal designs.

Expanding into crystal was not a tremendous leap for the company since crystal creation is similar to the creation of alternative metal, explained Bob Borden, vice president of sales and marketing. "We felt the medium—a molten material, shaped in molds—was very similar to what we do in our metal," he said. "We felt our customer would gravitate to a modern, clean, fresh line of crystal."

"We did our homework on this one," he continued.

features clear, uncut, strong shapes. Motus is gray cut, for an unpolished look. Free-form, graffiti-like cuts swirl around

the pieces. Motus is Latin for "movement and rebellion." Finally, Linea, "line or boundary" in Latin, has simple cuts that

noting the shape of the piece.

Pieces will range in retail price from \$35 for a votive to \$296 for a 14-inch bowl. Borden described the price points as "right where we needed to be in crystal."

Nambé crystal has already launched at Bloomingdale's on

the East Coast, at Dayton Hudson and Marshall Field's, and at Macy's West, as well as in a dozen specialty stores. Pieces will ship in mid-summer.

Nambé will launch alternative metal pieces at the October market. ▲

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[illegible]

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"A true story of a true crime." —*THE NEW YORKER*

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 NEW YORK

DAVID SHIELDS

A TRUE STORY OF A TRUE CRIME

DON'T MISS THE NEW YORK TABLETOP MARKET AT 24/25 APRIL



Marketing strategy

"People who know our product gravitate towards this."

Borden said the Nambé metal look translates well into crystal. "They play off each other well. It looks like Nambé."

There are three lines in the collection, designed by Karim Rashid and Neil Cohen. *Clarus*, Latin for "clear and simple,"

Licensed Products Lead Enesco Introductions

By Sharyn Bernard

NEW YORK—Enesco Corp. is turning its strength in the licensing market to home accents and tabletop for this week's New York Spring Tabletop Show.

"I think the biggest trend in the market is licensing," said Kathy Cook, divisional vice president of the home gallery for Enesco. "There's more and more licensing in the home accent industry. Enesco has already been there in other categories. It's natural that we at Enesco for home accents would turn to licensing. It helps us because we're the new kids on the block (in home accents)."

Key lines include the Winterthur Collection, the Julie Ueland Collection, the Country Living magazine collection, the Julia Junkin collection and the Mary Engelbreit Collection.

"That's another strong suit we have at Enesco, and that's being able to find individual artists who bring to the marketplace a unique style and something different. We know the customer who buys it is looking for something unusual."

Enesco has relied on its designer lines to change consumer perception of Enesco as it relates to home accents and tabletop. "People identify Enesco as a collectible company. There's a lot more that Enesco is all about. We understand licenses and understand artists. Those are core features that can be translated to home accents as well. We're tying this in to the new venture." The home accent line is actually about five years old, but it's being refined and focused, she added.

In the Winterthur Collection, the Latemer collection fea-

tures climbing rose vines and butterflies that are based on the gardens of the Winterthur Museum. The garden gazebos are replicated in teapot, sugar and creamer form. The grouping includes plates, mugs, candleholders, vases and boxes. Each piece ranges at retail from \$7.50 to \$100.

The Julie Ueland Collection has four designs. The scenery of the Pacific Northwest inspires shorelines. The line of candleholders, planters, soap dishes, toothbrush holders and picture frames features colored fish and shells, depicted with a splattering technique. Retail

prices range from \$6 to \$90. Hydrangea features Hydrangea flowers in lavender and sage. This line of tabletop and home accent pieces retails for \$7.50 to \$60.

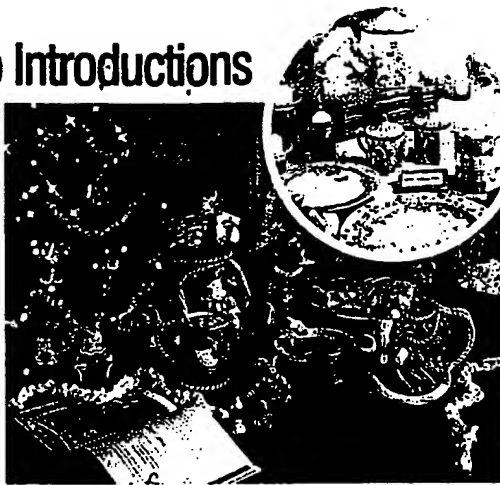
Snowman is a 25-piece holiday collection featuring an image of a jolly man made of snow, with red and green plaid accents and paint splattering against a cream background. The line features plates, mugs, cookie jars, napkin holders and planters. The grouping also includes table linens. Retail prices range from \$4 to \$60. Holly Berry is another holiday design with traditional images of holly and greenery. The tabletop line retails for \$5 to \$175.

The Country Living collection features gift, collectible and home accent products based on the country-oriented magazine. The collection has two lines. Country Living features simple patterns of checks, stripes and flowers in a French country palette of soft blue and yellow with touches of green. Country Living Holiday features a red and mint-green palette, with snowflakes, striped and checked accents for holiday tabletop decorating. Tabletop and decorative items in both lines retail for \$10 to \$200.

The Julia Junkin line takes Junkin's experience in hand-


printed swirl designs to gift, collectibles and home accents. Still Life features fruit designs in orange, yellow, blue and green. The collection includes tabletop, floral, housewares and home accessories. Items retail for \$10 to \$75. Wine and Harvest is a 20-piece set featuring wrought-iron wine holders and wooden home accents. The line uses wine and grape motifs in rich earth colors. Items range at retail from \$12.50 to \$75.

The Mary Engelbreit Collection is focused on Engelbreit's popular cherry motif. The tabletop grouping features plates, mugs, a teapot, a spoon rest, a sugar bowl and creamer, a pitcher, mixing bowls, canisters, cake and pie plates, a cookie jar, a lotion dispenser and salt and pepper shakers. The line retails for \$12.50 to \$60. ▲



Mary Engelbreit Believe collection, above; Winterthur Latemer collection, inset top; Hydrangea collection, below.





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EXHIBIT 10

Cadeaux magazine

LE GUIDE DE VOS FÊTES DE FIN D'ANNÉE

Traditions

Mode

Conseils Beauté

Idées Cadeaux

Gastronomie

Savoir-Vivre

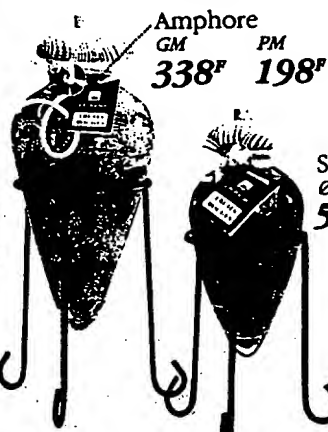
Trucs et Astuces



PAQUET JARDIN

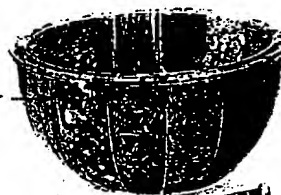


Décoration de la Maison



Amphore
GM PM
338^F 198^F

Saladier
Ø 30
510^F



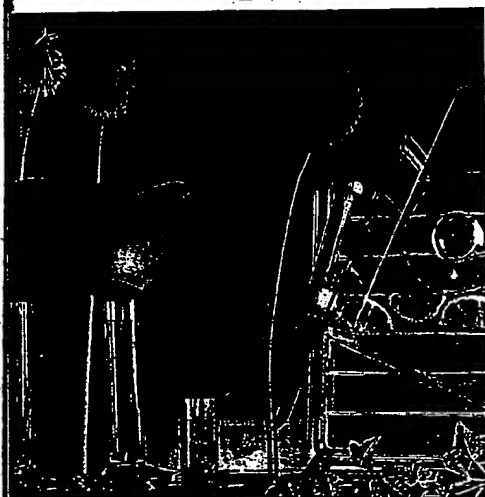
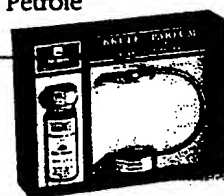
Couverts à
Salade
195^F

JOLY MARION

Meuble
Boulangère
Ivoire
ou Noir
73 x 40 x 109
1350^F



Brule Parfum pour
Lampe à Pétrole
112^F



Plateau à Fromage
Rectangulaire
avec Couverture
385^F

Couteau
à Fromage
89^F

Lampe à Pétrole
Tulipe
PM
248^F

VENT DU SUD

Plateau Aquarelle avec Poignée
46 x 32 190^F 52 x 38 216^F



Ligne
Vaisselle
Bleue
Jaune Vert
Crème
Assiette plate
43^F



Une
Collection
Superbe
de Tissus
d'Intérieur



EXHIBIT 11

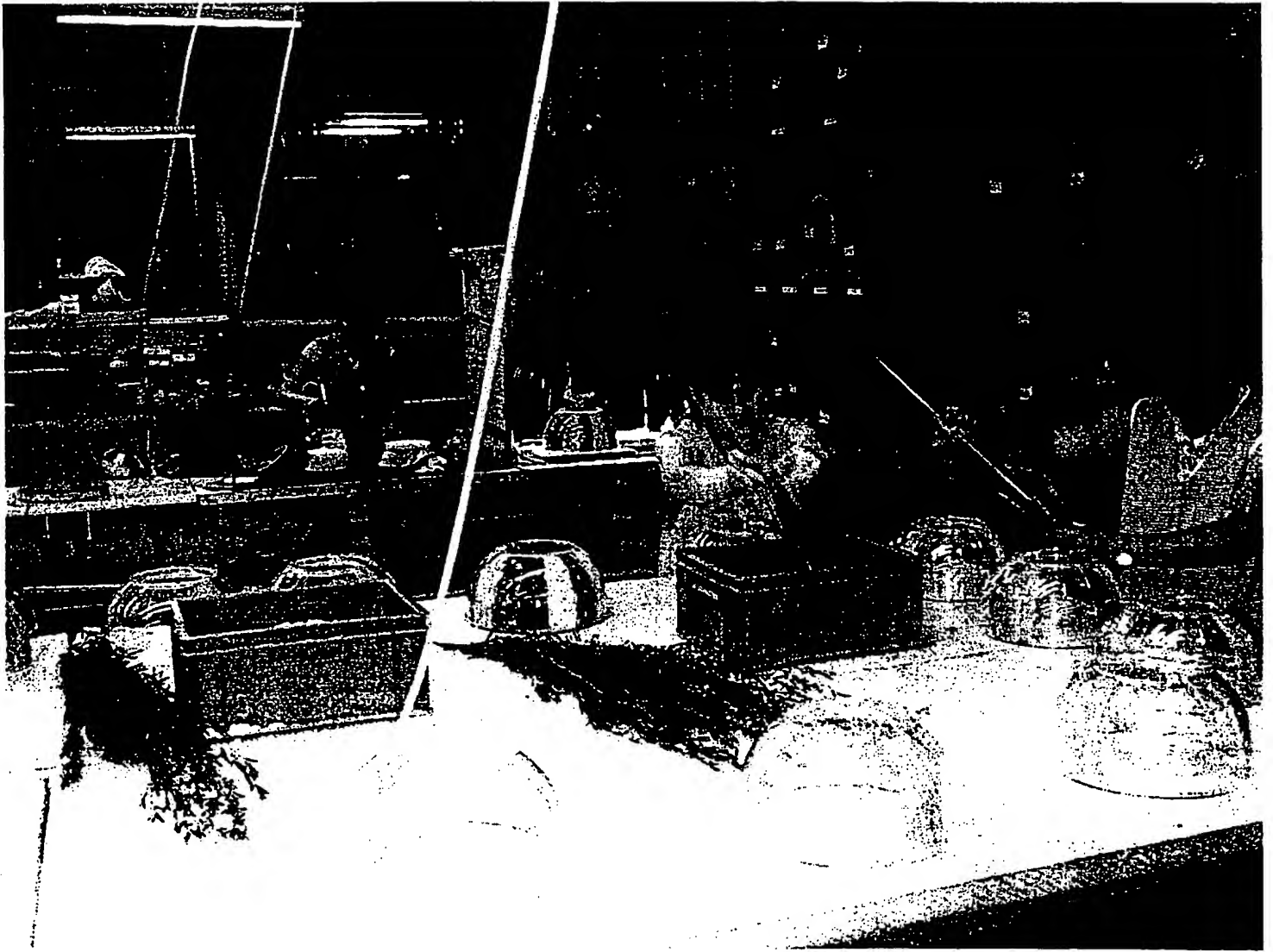


EXHIBIT 12



Joly Marion

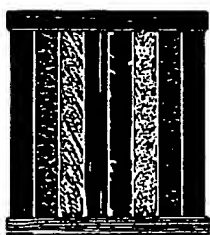
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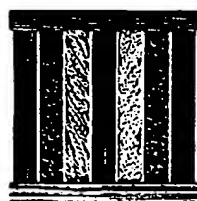
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safari

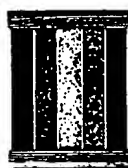
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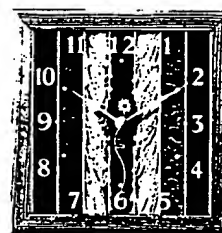
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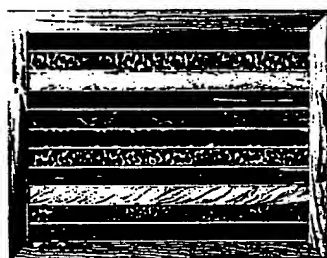
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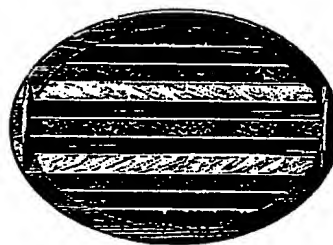
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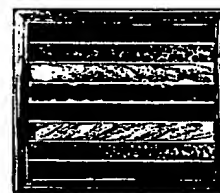
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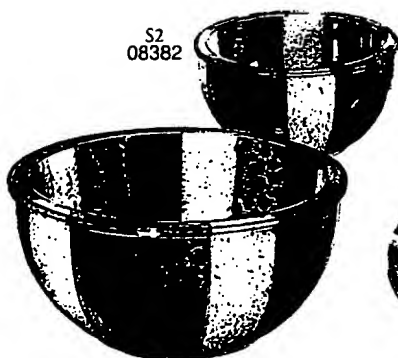
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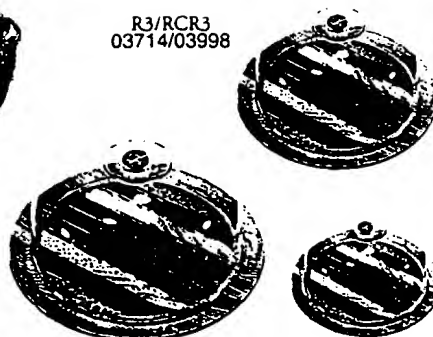


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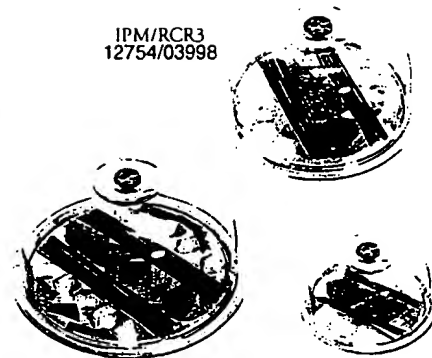
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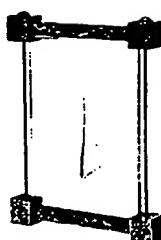
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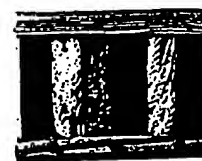
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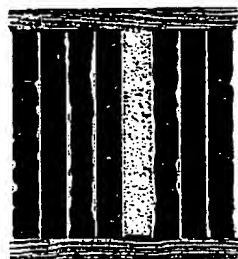
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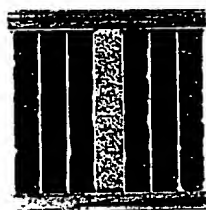
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passionata

Parfums Gannelle Orange



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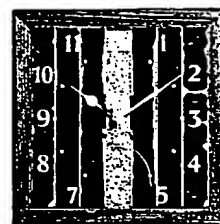
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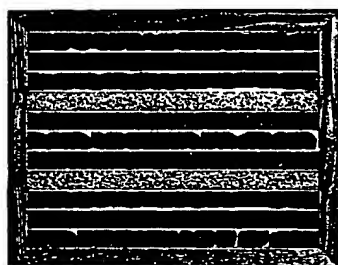
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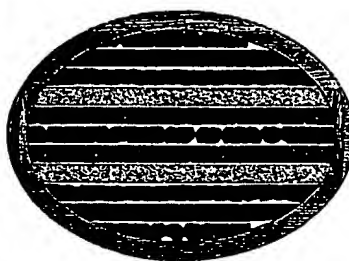
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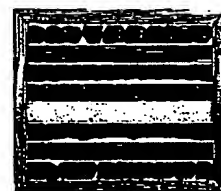
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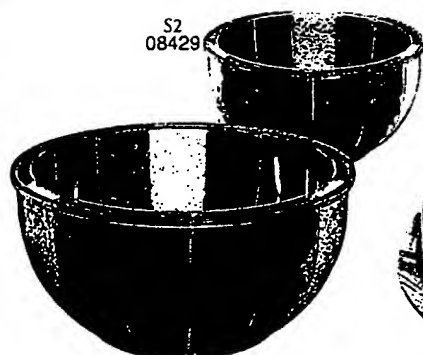
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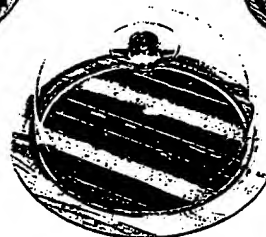
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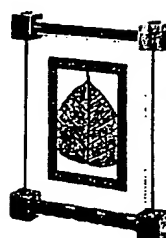
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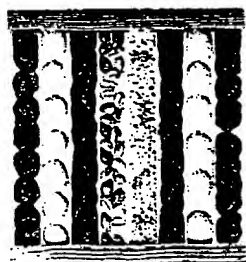


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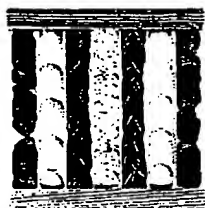


marine

Parfum Marine



PTD
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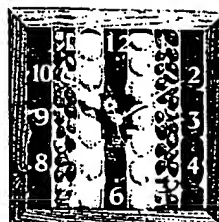
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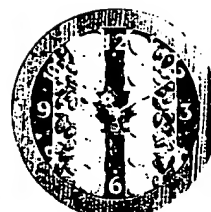
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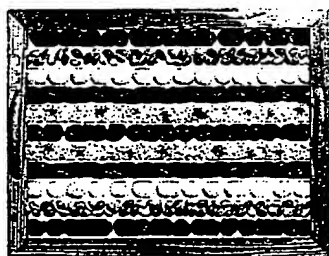
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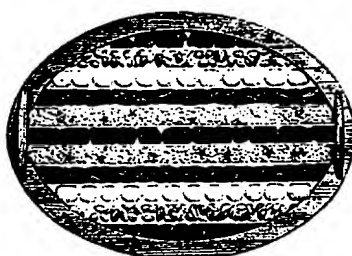
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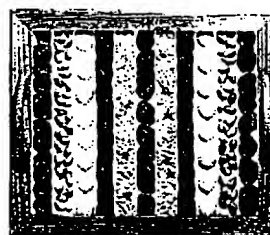
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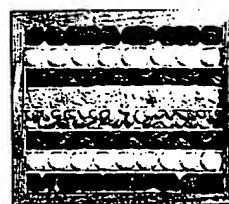
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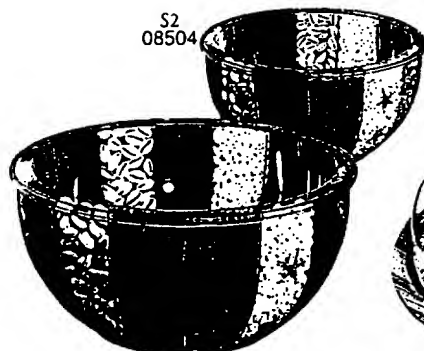
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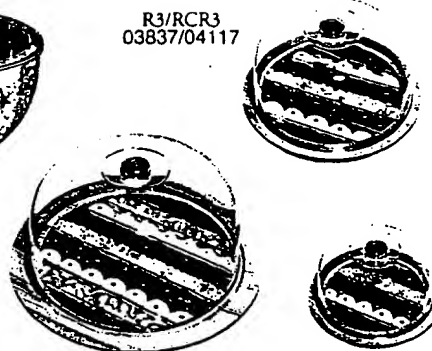


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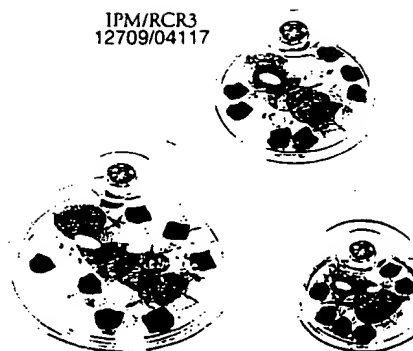
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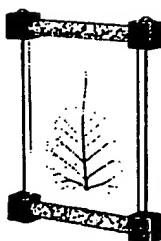
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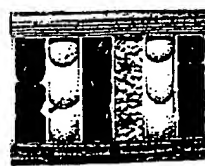
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Photos n



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contractuelle